



**Location:** Toronto, ON

**Start Date:** ASAP

**Position Type:** Perm/Full-time

**Compensation:** Salary + Commission

Grasshopper Solar is a 100% Canadian-owned and operated company that has delivered turnkey solar power systems to the residential, commercial, institutional, industrial and agricultural markets.

We are currently seeking a **Partner Account Manager** to join our team.

**KEY RESPONSIBILITIES:**

- To establish new accounts by developing strategic alliances and sales channel partners
- Provide ongoing and regular feedback to Management and internal sales support relevant to key account opportunities.
- Train additional partners as the sales organization grows.
- Develop a training manual for the partner program.
- To solicit customer feedback on company products and programs as well as gather market intelligence.
- To build and manage long term customer relationships / partnerships, ensure customer satisfaction and maintain the growth of these relationships over time.
- Assist in solar service sales and marketing strategy development.
- To provide hands-on sales leadership in the management of sales plans, targets achievement and sales coaching of area account managers.
- Coaching sales managers on the specifics of selling and closing deals with electrical distribution, light commercial projects and residential systems sold through distributors and installers to end consumers (ie. multi-channel sales).
- Develop and implement innovative sales strategies and processes that drive higher levels of growth through market penetration and channel growth.
- Track performance of regional sales organization.
- Review, filter and track new sales opportunities. Ensure effective reporting of sales activities and pipeline opportunities.
- Continually maintain an accurate forecast and robust pipeline of sales opportunities.
- Resolve/Direct customer complaints to conclusion.
- Meet or exceed all measurable sales objectives and quotas.
- Generate new business and ensures growth of existing accounts.

**SKILLS REQUIRED:**

- Bachelor's Degree in Engineering, Business, Marketing, or related discipline
- 5+ years of overall experience in sales, preferably in solar or building industries
- Expertise developing new accounts, strategic alliances and sales channel partners



- Track record of successfully achieving sales quotas in growth organizations
- Demonstrated knowledge of solar project design, quotation, installation, financing and related incentive programs is preferred.
- Ability to coach sales account managers and close large deals is required, as demonstrated by prior verifiable examples with multi-channel sales (commercial, distributor, integrator, end-customer).
- Excellent written and oral communication skills are required including demonstrated presentation skills at all levels within the organization.
- Ability to build business plans and prioritize sales efforts effectively to achieve business objectives.
- Team player ready to work with a rapidly expanding group of professionals.
- Strong computer skills with proficiency in all MS Office products.
- Ability to travel as required.

Please forward your resume and cover letter to [careers@GrasshopperSolar.com](mailto:careers@GrasshopperSolar.com) with "Partner Account Manager" in the subject heading.

Please also mention the job posting source.

Grasshopper Solar is an equal opportunity employer. We thank you in advance for your interest. Please note that only those selected for an interview will be contacted.